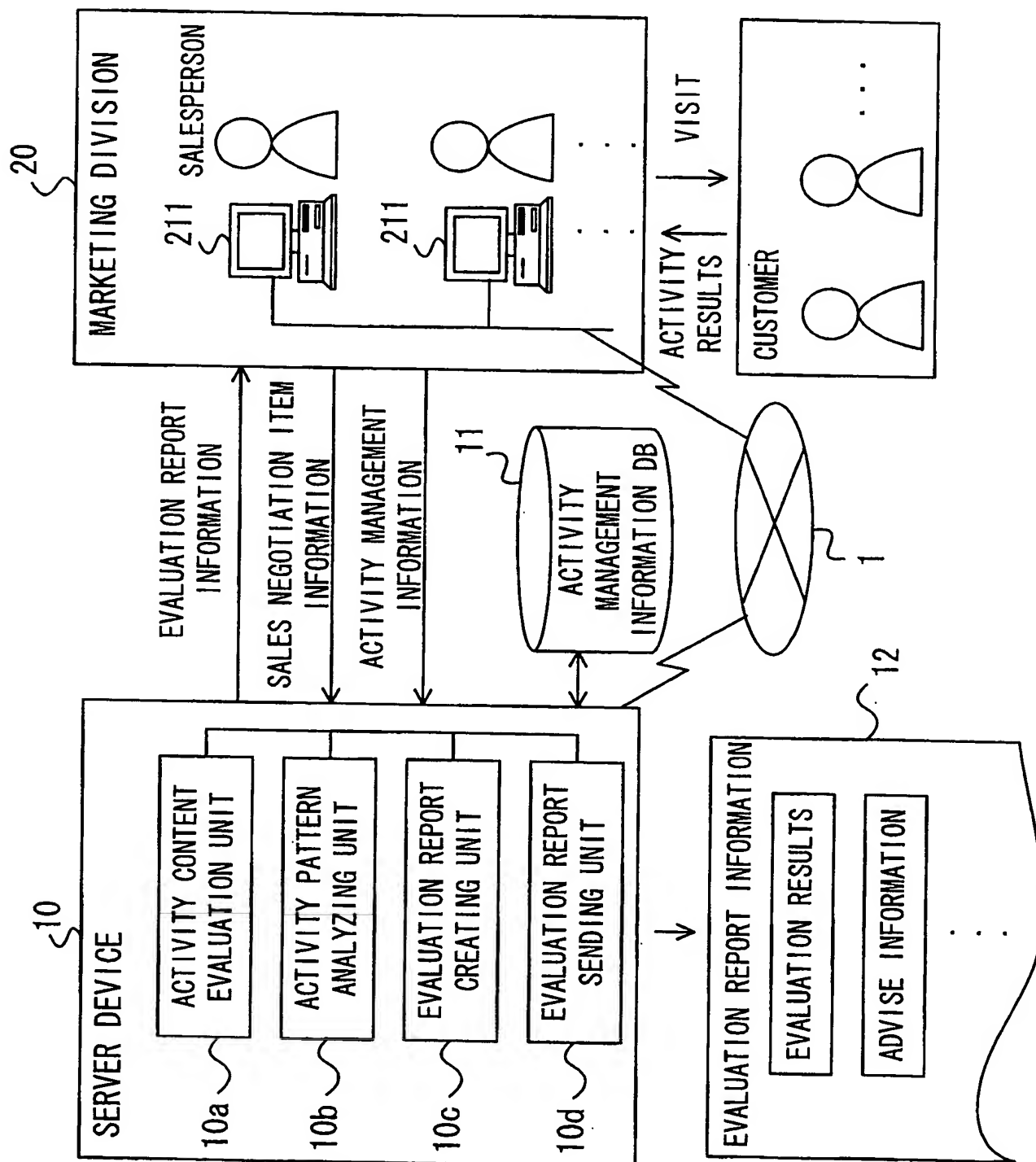
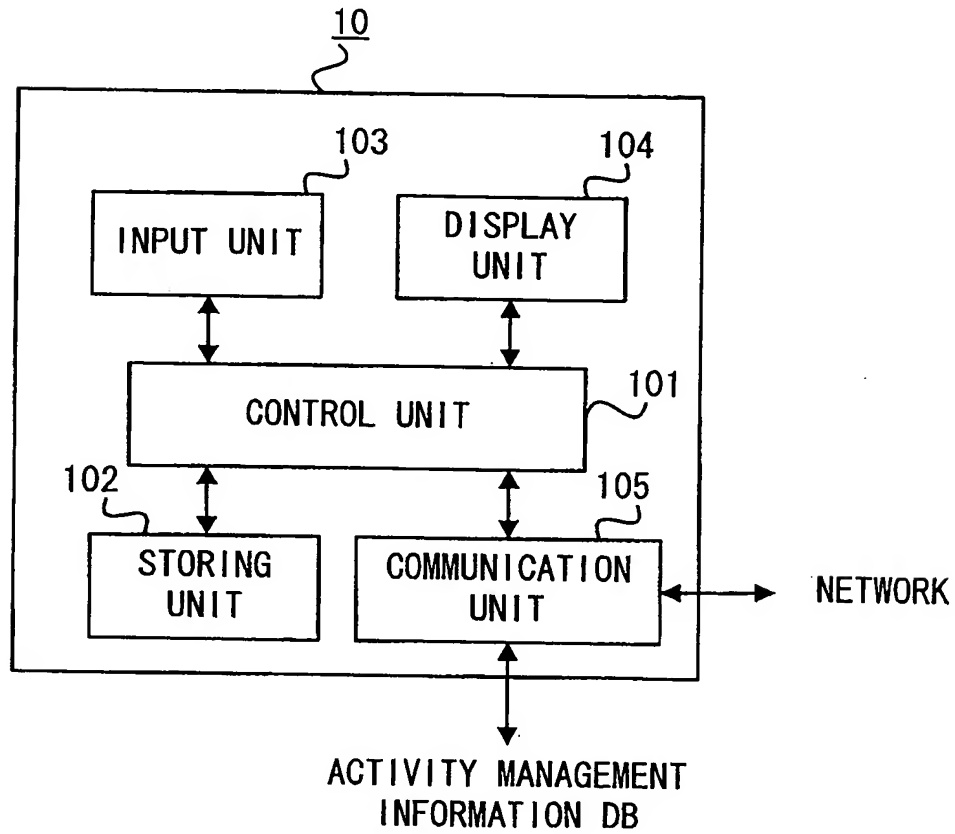


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FIG. 1

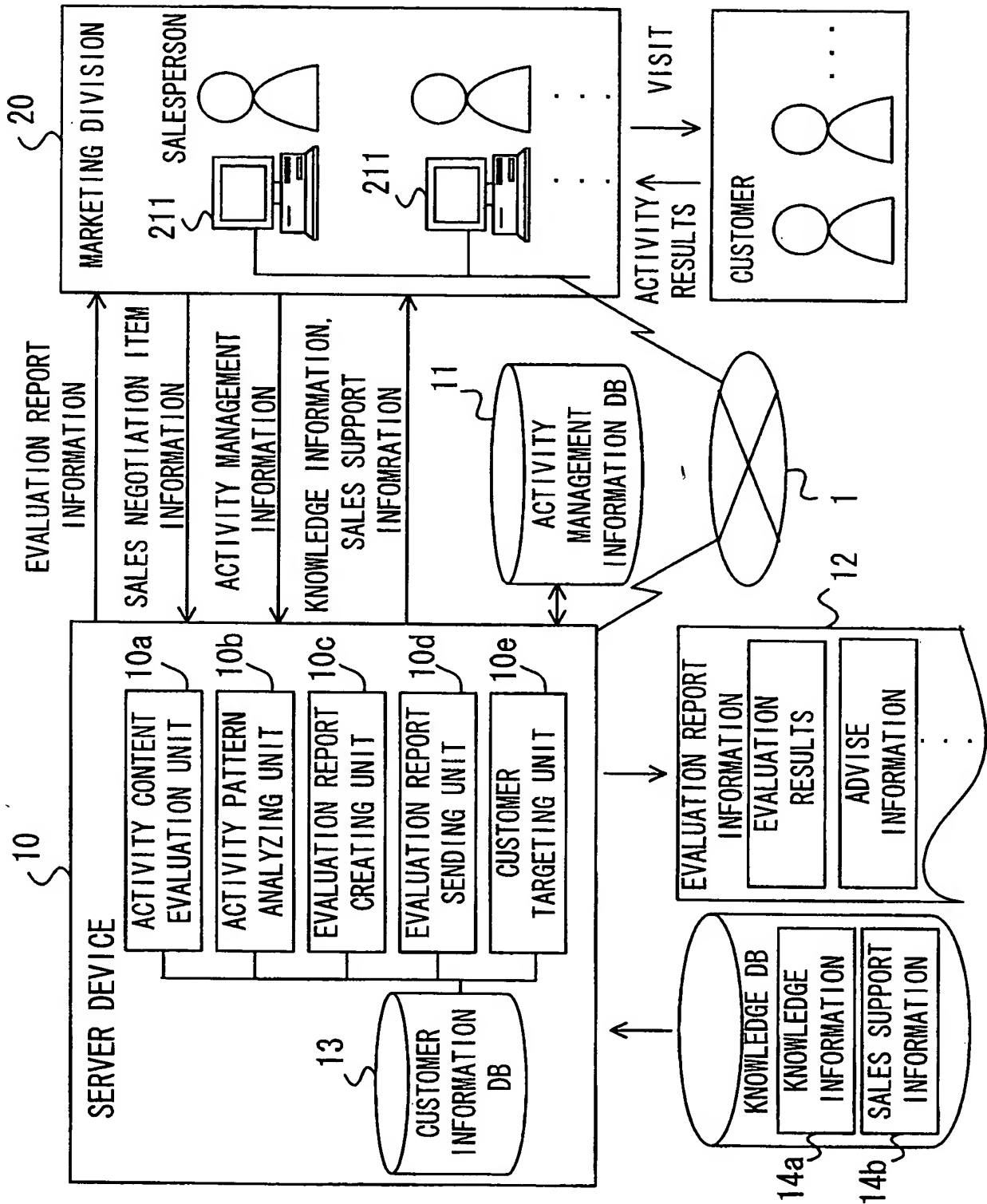
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FIG. 2

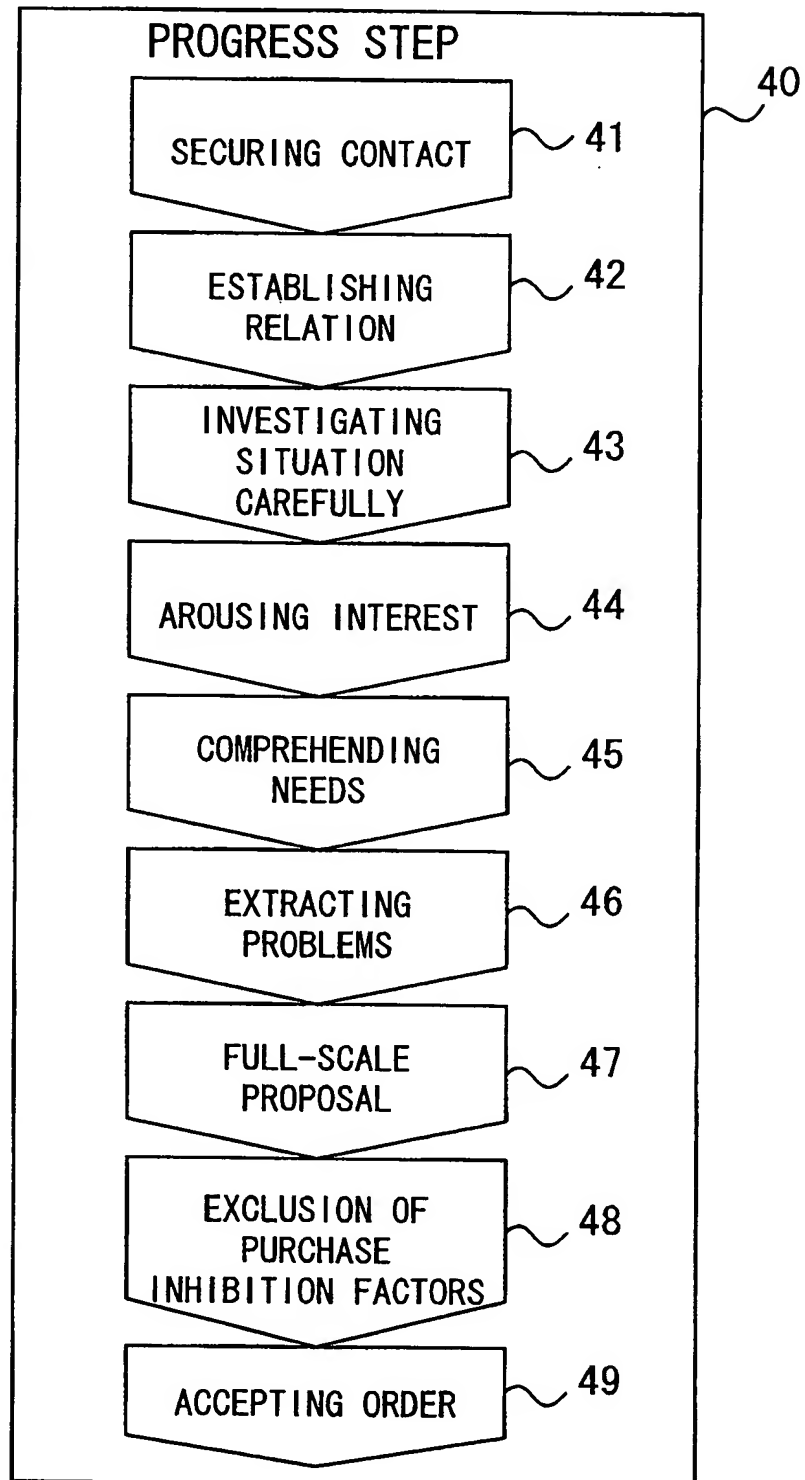


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FIG. 3



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FIG. 4



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FIG. 5

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FIG. 5

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SALES COMPANY NAME				TOKYO R	
DEPARTMENT NAME				FIRST DEP.	SECOND DEP.
NUMBER OF SALESPEOPLE TOTAL				34	19
NUMBER OF REGISTERED ITEMS	ONGOING ITEMS (2002/2/2)		TOTAL PER PERSON	7 0.2	7 0.2
	LOW	LEVEL 1	ITEMS PER PERSON	5 0.1	60 3.2
		LEVEL 2	ITEMS PER PERSON	0 0.0	0 0.0
		LEVEL 3	ITEMS PER PERSON	0 0.0	1 0.1
	MEDIUM	LEVEL 4	ITEMS PER PERSON	0 0.0	1 0.1
		LEVEL 5	ITEMS PER PERSON	0 0.0	3 0.2
		LEVEL 6	ITEMS PER PERSON	0 0.0	1 0.1
	HIGH	LEVEL 7	ITEMS PER PERSON	2 0.1	6 0.3
		LEVEL 8	ITEMS PER PERSON	0 0.0	2 0.1
		LEVEL 9	ITEMS PER PERSON	0 0.0	2 0.1
PRODUCT SPECIFICATION INFORMATION			CREATION RATE	0%	4%
WRITTEN ESTIMATE INFORMATION			CREATION RATE	0%	0%
ACTIVITY TIME INFORMATION			ACTIVITY TIME (PER DAY)	5.1	5.6

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 FIG. 6

EVALUATION REPORT (SALESPERSON: ONE'S DIVISION)			
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE: 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS
.	.	.	.
.	.	.	.
.	.	.	.
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	xxx YEN	2
.	.	.	.
.	.	.	.
.	.	.	.
ESTIMATE PROCEEDS			...
xxx YEN			...
.	.	.	.
.	.	.	.
.	.	.	.

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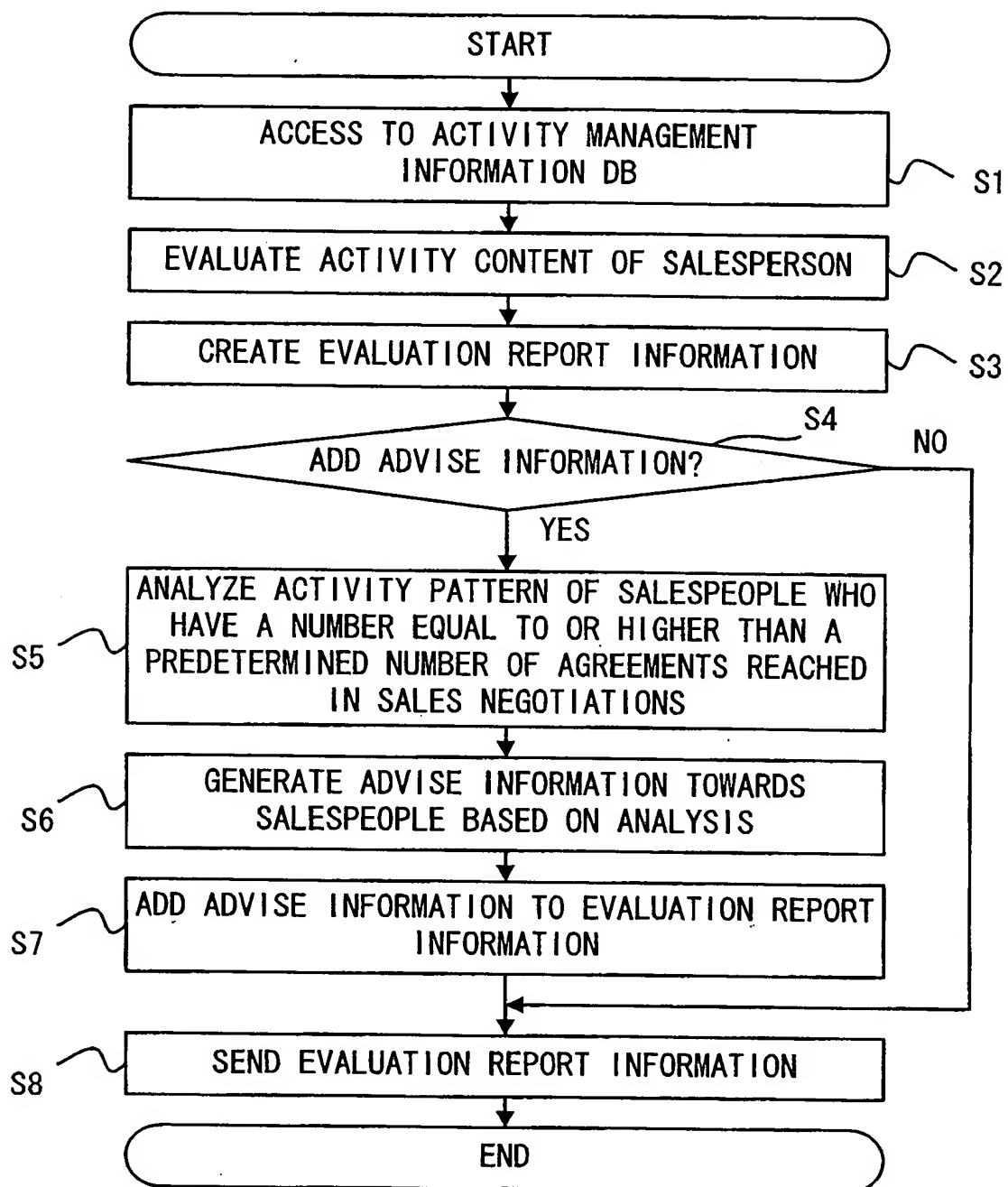
FIG. 7

61	62	63	64
EVALUATION REPORT (SALESPERSON: ONE'S DIVISION)			
CLASSIFICATION	RANKING	EVALUATION RESULTS	ADVISE INFORMATION
NUMBER OF REGISTERED SALES NEGOTIATIONS	B	NUMBER OF REGISTERED SALES NEGOTIATIONS IS LOW REGISTERED NUMBER : 5 STANDARD VALUE: 7	ACTIVELY CARRY OUT AROUSING INTERESTS WHEN MAKING CUSTOMER CALLS, AND DEVELOP TO SALES NEGOTIATION. CONCRETE ACTIVITY PATTERN IS
:	:	:	:
:	:	:	:
PRIORITY CUSTOMER WHOM YOU SHOULD VISIT (SALES NEGOTIATION PROGRESS LEVEL EQUAL TO OR HIGHER THAN 7)			
CUSTOMER NAME	PRODUCT NAME	UNIT COST	AMOUNT
ABC LTD.	PPC 001	xxx YEN	2
:	:	:	:
:	:	:	:
:	:	:	:
ESTIMATE PROCEEDS			
xxx YEN			
...			
MANAGER COMMENT			
WHEN MAKING CUSTOMER CALLS....			

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FIG. 8



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FIG. 9

